

Message Text

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41

ACTION EUR-12

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R 020956Z OCT 75

FM AMEMBASSY BERLIN

TO SECSTATE WASHDC 1462

INFO USDOC

UNCLAS BERLIN 6477

DEPARTMENT PLEASE PASS FOLLOWING TO JOHN CONNOR, NMTBA,
TELEX 710-831-0031, MCLEAN, VA.

E.O. 11652: NA

TAGS: BEXP, GE, EEWT

SUBJECT: NMTBA TRADE MISSION TO GDR

REF: A) STATE 224219; B) TELEX FROM NMTBA/CONNOR

1. WE HAVE AGREED WITH WMW-EXPORT-IMPORT THAT AMBASSADOR COOPER WILL HOST A RECEPTION AT HIS RESIDENCE FOR NMTBA GROUP AND IMPORTANT CONTACTS AT 5:30 P.M., MONDAY, OCTOBER 13. WMW TELLS US THAT ON THE NEXT DAY, TUESDAY, OCTOBER 14, THEY PLAN TO TAKE NMTBA GROUP TO KARL-MARX-STADT FOR MOST OF THE REMAINDER OF THE WEEK TO SHOW THEM GDR INDUSTRY.

2. WE HAVE THE IMPRESSION FROM TALKS WITH WMW AND COMMENTS OF COLLEAGUES IN OTHER EMBASSIES WHO HAVE HAD EXPERIENCE WITH WMW THAT NMTBA GROUP SHOULD BE PREPARED TO DEAL WITH A HARD SELL BY GDR MACHINE TOOL BUILDERS. GDR INDUSTRY IS UNDER PRESSURE TO FIND MARKETS FOR ITS OUTPUT TO BOOST GDR EXPORT EARNINGS, AND WMW WILL WANT TO DO MORE TALKING THAN LISTENING.

3. EMBASSY HAS RECEIVED ALL TEN ENVELOPES OF TRADE MISSION BROCHURES WHICH WE WILL FORWARD TO WERNER JAHN AT WMW. WE HAVE ALSO RECEIVED TWO BOXES OF NMTBA FIVE-LANGUAGE 1974 DIRECTORY OF MACHINE TOOLS. SHOULD THESE
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BE TURNED OVER TO WMW TOO? COOPER

NOTE BY OC/T: NOT PASSED ABOVE ADDRESSEE.

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Message Attributes

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Margaret P. Grafeld
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